



SPOTLIGHT

JUNE 2007

AMERICAN INCOME LIFE & NATIONAL INCOME LIFE

VOL 40 NO 6



CONVENTION 2007 HIGHLIGHTS FROM SCOTTSDALE

- **Convention - A Pictorial Review**
- **New Labor Advisory Board Members**
- **Scott Smith - Fear Being Average**



Max Quasem - Top Producer of 2006

Promotions

Promoted to 52.5 Percent Supervising Agent

Mary Attie	Gregory Fladger	William Jones	Mark Lefever	Pauline Ruff
Andrea Bennett	Michael Gliwa	Lorie Keller	Sean Martin	Jawoo Sohn
Richard Blake	Olivia Godoy	Rachael Klevis	Michael McIntosh	Daniel Steele
Brian Bowyer	Lisandro Gonzalez	Matthew Krapfl	Elias Mendoza	Dorothy Thompson
Matthew Bruno	Peter Havens	Daniel Kulman	Erin Moyer	James Udell
Jack Chaney	Blake Higuchi	Megan Lambert	Allan Munro	Antoinette Yellock
Melinda Cunningham	Justin Holloway	Lita Lameko	Shawn Norris	
Rebecca Dillon	Jeannette Jackson	Bradly Larsen	Daniel Orr	

Promoted to 55 Percent Supervising Agent

Angela Agnew	Richard LePore	Thomas Soloweyko
Andrew Antonini	Yvette Matos	Iryna Sushkova
Felton Drummond	Shaun McDonald	Anarosa Villa
Jason Glenn	Raymond Risucci	Michael Vogel
Lee Jeffers	David Sandoval	Federico Watkins

Promoted to 57.5 Percent General Agent

Herbert Adams	Lamine Diakhate	Jose Lopes	Theresa Romano
Mark Beckford	Daniel Launius	Matthew Lukesh	Jason Taylor

Promoted to 60 Percent General Agent

Craig Cassano	David Garbarskiy	Rosalie Zwicker
Bradley Ellison	Pamela Ladd	

Promoted to Master General Agent

Karen Bennett	Kyle Chuang	Glyn Hurst	Mark McClatchey	Jerome Washington
Raphael Bouchereau	Allan Gilbert	David Jackson	Brian Schreiter	
Cassius Caron	Earle Harris	Yevgeniy Kashkin	Grant Wahlig	

Promoted to Regional General Agent

Diego Arango-Puerta	Corey Friesen	Byron Paz
Andrew Bishop	Edward Hanna	Amir Sedaghat

Promoted to State General Agent

Horace Johnson	Scott Sonnenberg
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Anniversaries

Happy Anniversary! Thanks for all you do. Congratulations!

38 Years of Service

Pater Nielsen

26 Years of Service

Bert Feldman

25 Years of Service

George Farenthold

17 Years of Service

John McCreary

16 Years of Service

Herman Libman

15 Years of Service

Richard Case

14 Years of Service

Joseph Nosse

13 Years of Service

Donald Shuck
Brian Traboulay

12 Years of Service

Cheryl Cook
John Hancock

11 Years of Service

Robert Hughes
Sandra Johnson
Patrick Parisi

10 Years of Service

Vlad Basov
Arthur Carter
Baldev Dabha

9 Years of Service

Preeti Sahgal

8 Years of Service

Julie Aprahamian
Gregory Engrav
James Schneider

7 Years of Service

Lorena Barriere

6 Years of Service

Susan Bergh
Jim Bianchi
John Bulecza
Volodymyr Derevyanyy
Cindy Furer
Tracy Haden
Christopher Hernandez
Meneluo Perakis
Casandra Robinson
Jeremy Welch
Robert Whittinghill
Matthew Wolfanger

5 Years of Service

Alex Bluhm
Elaina Bosco
Robert Boyer
Nicholas Bromhal
Chad Deley
Allan Gilbert
Yvonne Hernandez
Daniel Potilechio

4 Years of Service

Samson Adelufosi
Derrick Cook
Taiwo Daisi
Steven DiChiaro
William Gordon
Bedis Kilani
Laura Mackin
Anthony Mele
Crystal Reeves
Selena Thammasen
Rosalie Zwicker

3 Years of Service

Nishan Amarasuriya
Nicholas Engrav
Rita Haidinger
Tyler Hunt
Michael Laramie
Kelly Pascal
Randy Teyssier
James Wallhauser

2 Years of Service

Brandon Corkins
David Guzman
Mark Hartelius
William Kidder
Alina Latinsky
Natalie Linker
Jared Mlinarich
Donald Orban
Gary Ripley
Alan Silverman

2 Years of Service (cont)

Matthew Sommers
Joseph Szygiel
James Tanguay
Ryan Tucker

1 Year of Service

Jared Andrews
Daniel Armstrong
Nadine Boudreault
Jose Castillo
Deborah Dorn
Amit Garg
Sean Hall
David Hannan
Keith Houske
Jason Ihle
Lynn Krohn
Adam Lerch
Michael LiBassi
Diona Libunao
Mathew Mealey
Jesse Nepywoda
Stephen Roberts
Jenny Sample
Michael Sheets
Kevin Smyth
Jeffrey Swistowicz
Keith Thompson
Courtney Tinck
Benjamin Vondrak
Kevin Wilson
Monique Worotny
Xiaotian Yao

Individual Producers



1. Jose Lopes
Framingham, MA



2. Bianca Zaragoza
Phoenix, AZ



3. Roger Beals
Halifax, NS



4. Peter Lila Lilomaiava
Auckland, NZ



5. Kevin Appasamy
Winnipeg, MB



6. Lee van Delft
Halifax, NS



7. Kelly McDonald
Boise, ID



8. Samantha Chui
Marietta, GA



9. Devaun Mooney
Pensacola, FL



10. Benham Halali
Concord, CA

May Production

All Time Record to Beat
Month: \$62,536 Net ALP Zachary Hart

Name	Net ALP	NG [▲]	Rtn	MGA	SGA
1. Jose Lopes	\$23,917		72.5	Melanie Cohen	David Zophin
2. Bianca Zaragoza	22,070		77.3	William Myatt	Steve Hartman
3. Roger Beals	21,844		76.0	Roger Beals	Imran Satti
4. Peter Lila Lilomaiava	21,198	100		Jeff Ribman	Steve Friedlander
5. Kevin Appasamy	20,843		85.6		Rick Altig
6. Lee van Delft	20,352	92		Harjeet Rana	Imran Satti
7. Kelly McDonald	19,877		69.2	Rick Mansfield	Rick Altig
8. Samantha Chui	19,870		76.4	Samantha Chui	Williams-Williams
9. Devaun Mooney	19,605	100		Devaun Moody	Donald Orban
10. Benham Halali	18,728		78.9	Christopher Stephens	Jatoft-Foti
11. Lily Tchen	18,558		70.1	Lily Tchen	Cohen-Cohen
12. Robert Ulreich	17,322		86.1	Steven Foti	Jatoft-Foti
13. Athar Sheikh	16,682	100		Byron Paz	Josh Chalom
14. Joseph Moskwa	15,969	100		Rodney Ward	Paul Rumbuc
15. Pejman Madarshahian	15,611	85		Sabrina Lloyd	Barry Dillah
16. Edward Hanna	15,609		73.3	Edward Hanna	Tom Williams
17. Selina Asiata	15,526	99		Taina Lameko	Steve Friedlander
18. Salman Quadri	15,445	100		Godley Varghese	Theodore Pappas
19. Marinela Achim	15,415		77.4	David Solomonov	Josh Chalom
20. Fialelei Naititi	15,410	99		Jeff Ribman	Steve Friedlander

▲ Percentage of Net to Gross

YTD Production

All Time Record to Beat
YTD: \$278,449 Net ALP Zachary Hart

Name	Net ALP	NG [▲]	Rtn	MGA	SGA
* 1. Max Quasem	\$96,438		84.6	Earnest Loveless	Cohen-Cohen
* 2. Samantha Chui	83,581		76.4	Samantha Chui	Williams-Williams
* 3. Jose Lopes	83,327		72.5	Melanie Cohen	David Zophin
* 4. Steven Stensrud	82,336		81.9	Steven Stensrud	Rick Altig
* 5. Benham Halali	82,331		78.9	Christopher Stephens	Jatoft-Foti
* 6. Kelly McDonald	78,474		69.2	Rick Mansfield	Rick Altig
* 7. Helen Taylor	72,440		76.6	Harpreet Gujral	Rick Altig
* 8. Ruben Soberanes	71,968		71.8	Doreen Ryan-Foti	Jatoft-Foti
* 9. Yvonne Hernandez	68,667		82.7		Cohen-Cohen
* 10. Timothy Cruise	68,430		76.1		Altig-Orlovic
11. Bianca Zaragoza	67,614		77.3	William Myatt	Steve Hartman
12. Robert Ulreich	66,735		86.1	Steven Foti	Jatoft-Foti
13. Daniel Potilechio	64,415		83.6	David Wang	Bob Olson
14. Dean Bauman	63,379	82		Zachary Hart	Mat Hart
15. Danilo Gomez	61,495	82		Robert Harris	Mat Hart
16. Frank Jendusa	61,364	83		Rebecca Klebsch	Joe Manone
17. Scott Remmey	61,129		78.8		Eric Giglione
18. Theresa Bellajaro	60,876		81.0	Christopher Clark	Rick Altig
19. Karen Stockwell	60,556		72.4	Megan Olson	Steve Hartman
20. Stephen Bendure	59,599	79		Timothy Clark	Surace-Smith

▲ Percentage of Net to Gross

American Income & National Income Proudly Present Our New Labor Advisory Board Members



William Hite

General President

*United Association of Journeymen and Apprentices
of the Plumbing and Pipe Fitting Industry of the
United States and Canada*

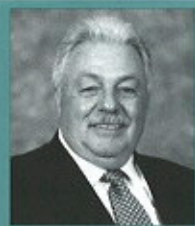
William P. Hite is serving as General President of the *United Association*. Previously, he served as Assistant General President from 2001-2004 and has been a *UA* member for thirty-seven years.

William is a third generation *UA* member. The *UA* is in his blood, and William started his apprenticeship on January 1, 1968 and became a journeyman in 1972.

He was elected as a Delegate to his first *UA* Convention in 1981 and was soon appointed to other positions such

as Business Agent, Assistant Business Manager, and Financial Secretary-Treasurer of his local. At the 1996 *UA* Convention, he was elected International Representative and was assigned Illinois and portions of Indiana.

In June, 1999, he was appointed as Administrative Assistant to the General President. Then at the 2001 Convention, he was elected Assistant General President. He spent four years in that position. On December 1, 2004, he was elected General President.



Frank Hurt

International President

*The Bakery, Confectionery, Tobacco Workers and
Grain Millers International Union*

Frank Hurt's association with *BCTGM* began in March 1972, when he joined the ranks of *B&C Local 57* as an employee at a grocery store's bakery. In February 1975, he became the local union's business agent. He joined the international union staff on July 1, 1979.

In September 1982, then International President John DeConcini appointed Hurt as director of the organization, a position he held until his election as executive vice president. Prior to 1982, Hurt served as an international representative, based in Columbus, Ohio and covered Region II.

From September 1991 to his election as president, Hurt served as International Secretary-Treasurer. His service as secretary-treasurer followed a 13-month term as the union's executive vice president.

Hurt was elected president of the International Union at the General Executive Board meeting on March 13, 1992, to succeed retiring President DeConcini. Hurt first took office on October 1, 1992. He was elected to his first full term as International President at the union's 34th Constitutional Convention in 1994 and has been re-elected at the 1998, 2002 and 2006 Conventions.



D. Michael Langford

President

Utility Workers Union of America

D. Michael Langford began his association with the *UWUA* during his employment at the Detroit Edison Company in 1978. In 1984, he was elected as bargaining unit chairman of the Monroe Power Plant division of *Local 223* and held that position until elected Treasurer in 1988. A decade later, he was elected as President of his local.

Langford held the position of his local's presidency until his election as National Executive Vice President at the 27th Constitutional Convention in June 2003. Three years later, he became the National President.

He currently serves on the Board of Trustees of the *Council for Adult Experimental Learning*. This is a non-profit organization dedicated to expanding learning opportunities for working adults by developing and managing effective learning strategies and implementing them through partnerships with employers, higher education, government, and labor. Langford also recently agreed to serve as co-chair of the steering committee for the *Council on Competitiveness*, which is embarking on the Energy, Innovation & Sustainability Initiative and plans to accelerate the U.S. transition to a sustainable energy system.



Jeff Rechenbach

Executive Vice President

Communications Workers of America

Jeff Rechenbach's history with *CWA* began in 1971 when he started working with the Ohio Bell Telephone Company at the age of 17. A mere two years later, he was elected as president of the 2,000 member *Local 4309*. Soon after, he was appointed as a *CWA* staff representative for Ohio Bell workers.

In 1994, Rechenbach served as vice president for *CWA's* Midwestern district, and he held that position for three terms. He was elected vice president of the *CWA* in 2005 by delegates of the union's 67th Convention. With this appointment, he headed up the union's legislative and

political program.

In addition to his work with *CWA*, Rechenbach has also been involved with many community, civic, and church activities. He previously served on the board of the Telephone Credit Union, Ohio's Joint Legislative Committee on High Technology Business, and the Ohio Telecommunications Advisory Council. Additionally, he was a delegate to the Democratic National Convention, where he served on the party's platform committee, and in 1994 he was elected as vice president of the Ohio AFL-CIO.

Welcome Gentlemen!

Supervising Agents



1. Ryan Vopat
Cleveland, OH



2. Michael van Delft
Halifax, NS



3. Lorenzo Lameko
Auckland, NZ

All Time Record to Beat
Month: \$68,050 Net ALP Mary Ann Gaelic

May Production

Name	1st Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
1. Ryan Vopat	\$27,732	\$26,749	87		Michael Vasu	Surace-Smith
2. Michael van Delft	25,224	23,690	91		Harjeet Rana	Imran Satti
3. Lorenzo Lameko	22,098	31,358	98		Jeff Ribman	Steve Friedlander
4. Dennis Titcombe	21,358	28,222		83.8	Harjeet Rana	Imran Satti
5. Adam Lerch	15,688	27,053	91		Doreen Ryan-Foti	Jatoft-Foti

All Time Record to Beat
YTD: \$443,893 Net ALP Mary Ann Gaelic

YTD Production

Name	1st Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
* 1. Raymond Risucci	\$78,777	\$114,337		82.3	Dorian Oldham	Durhon Oldham
2. Scott Fenton	78,589	119,672	91		Matthew Wolfanger	Durhon Oldham
3. Dawn McElwain	65,058	100,550		71.7	Jim Bianchi	Durhon Oldham
4. Ryan Vopat	60,745	104,719	87		Michael Vasu	Surace-Smith
5. Dennis Titcombe	56,316	79,622		83.8	Harjeet Rana	Imran Satti

Supervising Agent selection guidelines for recognition in the *Spotlight* are as follows: *Must have one First Year Agent coded and meet all production requirements.*

General Agents



1. Brian Allt
Halifax, NS



2. Tierra Bullock
Raleigh, NC



3. Michael Boyer
Troy, MI



4. Michael Quirk
Denver, CO



5. Mathew Propst
Altamonte Springs, FL

All Time Record to Beat
Month: \$111,262 Net ALP Eric Neal

May Production

Name	1st Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
1. Brian Allt	\$56,550	\$64,957	90		Harjeet Rana	Imran Satti
2. Tierra Bullock	31,671	37,096	94		James Bailey	Slav Bitman
3. Michael Boyer	25,017	42,009	89		Rodney Ward	Paul Rumbuc
4. Michael Quirk	22,744	29,033	93		Joshua Riehl	Bill Jennings
5. Mathew Propst	22,187	23,701	80		Diego Arango-Puerta	Matt Henderson
6. Kevin Citizen	21,078	25,889	81		Jeremy Welch	Slav Bitman
7. David Kearns	19,281	20,564	95		Byron Paz	Josh Chalom
8. Cynthia Sittig	17,200	33,668		74.6	Scott Keeney	Durhon Oldham
9. JoAnne Marks	16,731	20,895	83			Carla Miller
10. David Kinsella	16,138	17,690	89		Todd Engelson	Alt.-Orl.-Vene.

All Time Record to Beat
YTD: \$864,620 Net ALP

YTD Production

Name	1st Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
* 1. Brian Allt	\$213,624	\$235,699	90		Harjeet Rana	Imran Satti
* 2. Robert Gerdes	128,517	137,872		74.2	Rebecca Klebsch	Joe Manone
* 3. Pamela Ladd	119,919	214,375		75.2	Dorian Oldham	Durhon Oldham
* 4. Michael Boyer	102,835	154,334	89		Rodney Ward	Paul Rumbuc
* 5. Richard Correa	81,819	123,548		81.3	Steven DiChiaro	Bill Jennings
6. David Kinsella	79,405	92,085	89		Todd Engelson	Alt.-Orl.-Vene.
7. Laura McCurry	67,814	94,471		75.3	James Bailey	Slav Bitman
8. Benjamin Foti	65,035	166,884		74.8	Cheryl Foti	Jatoft-Foti
9. Brandon Braun	61,857	101,909		73.2	Rodney Ward	Paul Rumbuc
10. Thomas VanOsdol	60,481	113,393		71.8	Jim Bianchi	Durhon Oldham

General Agent selection guidelines for recognition in the *Spotlight* are as follows: *Must have two First Year Agents coded and meet all production requirements.*

Convention 2007 in Scottsdale

A Pictorial Review

Welcome Reception

The Convention attendees gathered to celebrate being at the lovely Fairmont Scottsdale Princess.



President's Club Reception

The members of the 2006 President's Club enjoyed a reception at the invitation of President and CEO Roger Smith. At the evening's event, the attendees received their President's Club rings and bonus checks.



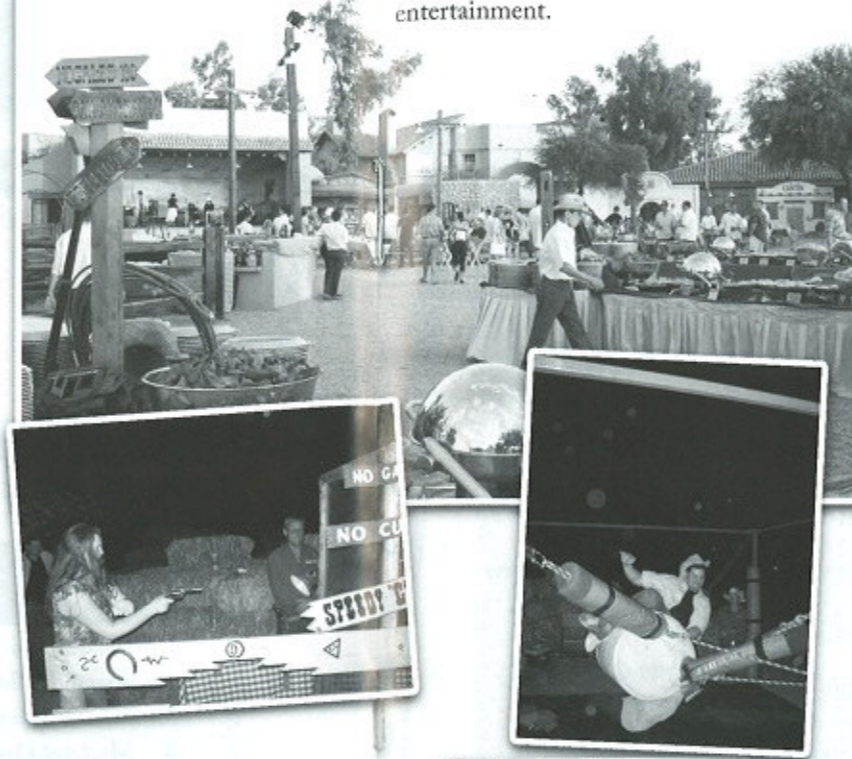
General Session

The morning's events included speeches by President Roger Smith, Executive Vice President Scott Smith, and company founder Bernard Rapoport, followed by *The Tonight Show*.



Western Party and BBQ

There's nothing better than fresh-off-the-grill steaks and a little Arizona-style entertainment.



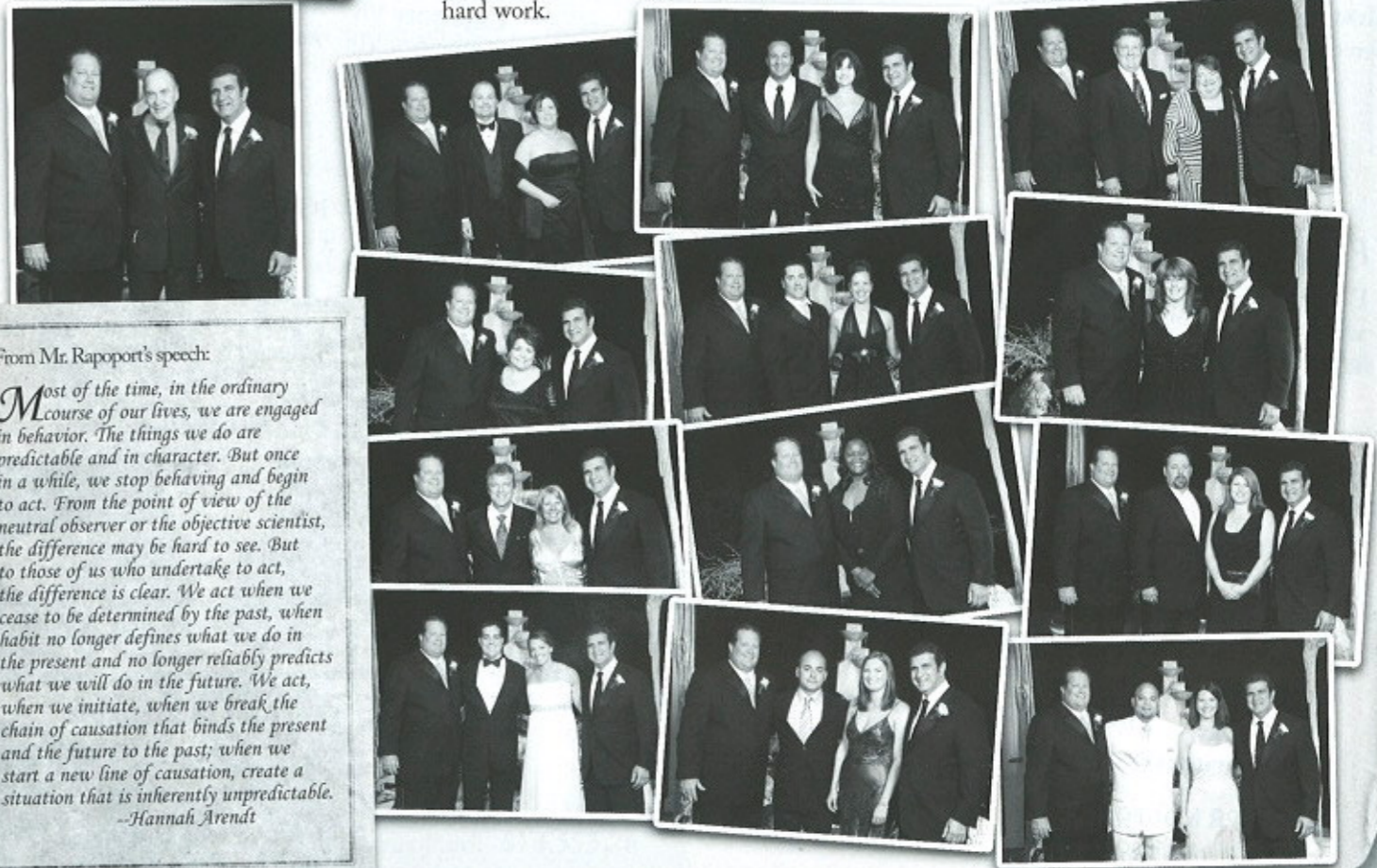
Casual Time

The attendees had the chance to relax poolside and at the cantina.



Awards Ceremony

What convention is all about! Our award winners were brought onstage in front of their peers and received the recognition and praise they so rightly deserved for all of their hard work.



From Mr. Rapoport's speech:

Most of the time, in the ordinary course of our lives, we are engaged in behavior. The things we do are predictable and in character. But once in a while, we stop behaving and begin to act. From the point of view of the neutral observer or the objective scientist, the difference may be hard to see. But to those of us who undertake to act, the difference is clear. We act when we cease to be determined by the past, when habit no longer defines what we do in the present and no longer reliably predicts what we will do in the future. We act, when we initiate, when we break the chain of causation that binds the present and the future to the past; when we start a new line of causation, create a situation that is inherently unpredictable.

—Hannah Arendt

\$Show Me the Money\$

MEMO

There have been some changes to the Year to Date Awards, including an increase in the bonus amounts and the addition of a second place RGA recognition. We have listed the awards below, and we hope these changes give you the extra push you might need to really give it all you've got. Good luck to all of our future award winners!

Personal Producers, SAs, GAs, MGAs

Year-To-Date award winners must have 78 percent net to gross (from AP&P report) or a 68 percent retention rate to be eligible for recognition. Net to gross only will be used through the 8th month. At 9 months, 68 percent retention will be required.

Top Ten Producers

1st Place	Award & \$4,000
2nd Place	Award & \$2,500
3rd Place	Award & \$2,250
4th Place	Award & \$2,000
5th Place	Award & \$1,750
6th Place	Award & \$1,500
7th Place	Award & \$1,500
8th Place	Award & \$1,500
9th Place	Award & \$1,500
10th Place	Award & \$1,500

Supervising Agents

1st Place	Award
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General Agents

1st Place	Award
2nd Place	Award
3rd Place	Award
4th Place	Award
5th Place	Award

Master General Agents

(65%, 68% & 70% - Agency Production)

1st Place	Award
2nd Place	Award
3rd Place	Award
4th Place	Award
5th Place	Award

Regional General Agents

1st Place	Award
2nd Place	Award

State General Agents

Must meet YTD SGA standard as of December 31, 2007 with 78 percent net to gross (from AP&P report) or a 68 percent retention rate.

Category I	Award
Category II	Award
Category III	Award

Category IV	Award
Category V	Award
Category VI	Award

Category VII	Award
Category VIII	Award

Public Relations

PR Representatives - Obtain 17,250 Cards or 77 Endorsed Groups (REWs, NEWs, ORIs - IGs, PGs, TGs) All ORIs will count as double credit. A PR Rep can qualify under only one method. They do not get a double qualification by signing 77 TGs and acquiring 17,250 lead cards.

Category A	
1st Place	Award & \$1,800
2nd Place	Award & \$1,300

Category B	
1st Place	Award & \$1,800
2nd Place	Award & \$1,300

Category C	
1st Place	Award & \$1,800
2nd Place	Award & \$1,300

*In the event of a tie for the number of groups in Category C, we will use the most number of leads generated to be the tie breaker.

In addition, a \$3,000 bonus will be presented to the PR Representative with the most cards generated for the year 2007. A \$1,000 bonus will also be given to the PR Representative who places second with the most cards generated for the year 2007.

PR Managers - Obtain 52,500 Cards and must have at least 2 active Public Relations Representatives coded to them as of December 31, 2007.

PR Managers

1st Place	Award
2nd Place	Award



Retention Bonus*

Qualifier	SGA	Amount
Jose Lopes	David Zophin	\$4,227.95
Bianca Zaragoza	Steve Hartman	\$4,193.31
Kevin Appasamy	Rick Altig	\$4,168.63
Roger Beals	Imran Satti	\$3,916.62
Benham Halali	Jatoft-Foti	\$3,558.35
Robert Ulreich	Jatoft-Foti	\$3,464.41
Samantha Chui	Williams-Williams	\$3,378.02
Kelly McDonald	Rick Altig	\$3,180.44
Marinela Achim	Josh Chalom	\$3,092.92
Peter Lila Lilomaiava	Steve Friedlander	\$3,054.53

Total Retention Bonus Paid: \$425,541.97

483 Producers Qualified

PR Bonus*

Qualifier	SGA	Amount
Darrell Dorey	Imran Satti	\$9,178.50
Rona Pileggi Spano	Bob Olson	\$6,249.78
Timothy Farr	Paul Rumbuc	\$5,460.00
Larry Lozano	Jatoft-Foti	\$3,184.65
Mark Gagliardi	Jatoft-Foti	\$3,090.16
Sara Thrailkille	Steve Greer	\$2,422.25
Susan Cooksey	HO DC	\$2,082.04
Alina Latinsky	Paul Rumbuc	\$2,053.50
Jacqueline deVooght	Rick Altig	\$1,995.00
Susan Pate	Chris Hernandez	\$1,923.00

Total PR Bonus Paid: \$71,559.97

102 PR Reps Qualified

MGA Bonus*

Qualifier	SGA	Amount
Harjeet Rana	Imran Satti	\$22,625.56
Jeff Ribman	Steve Friedlander	\$14,187.52
Randy Teyssier	Chris Hernandez	\$8,232.11
James Bailey	Slay Bitman	\$6,847.71
Cheryl Foti	Jatoft-Foti	\$6,750.36
Scott Keeney	Durhon Oldham	\$6,217.26
Rodney Ward	Paul Rumbuc	\$5,527.18
Michael O'Rourke	Scott Latta	\$5,000.50
David Hausman	Eric Giglione	\$4,883.95
Christopher Stephens	Jatoft-Foti	\$4,718.53

Total MGA Bonus Paid: \$234,275.71

110 Managers Qualified

BR Bonus*

Qualifier	SGA	Amount
Taina Lamcko	Steve Friedlander	\$5,662.50
Brian Allt	Imran Satti	\$3,206.95
Randy Teyssier	Chris Hernandez	\$3,074.28
Lorenzo Lamcko	Steve Friedlander	\$3,054.53
Michael van Delft	Imran Satti	\$2,938.46
Michael Boyer	Paul Rumbuc	\$2,808.82
David Kearns	Josh Chalom	\$2,325.52
Harjeet Rana	Imran Satti	\$2,309.77
Robert Harris	Mat Hart	\$2,223.86
Christopher Stephens	Jatoft-Foti	\$2,122.39

Total BR Bonus Paid: \$160,898.32

209 Managers Qualified

Reinstatement Bonus*

Qualifier	SGA	Amount
David Jackson	Tom Williams	\$1,656.07
Balvino Cardoza	Cohen-Cohen	\$1,294.25
Sami Mogannam	Jatoft-Foti	\$1,123.33
Timothy Dawe	Bob Olson	\$989.37
Tim Krueger	James Logan	\$978.18
Yvonne Hernandez	Cohen-Cohen	\$799.08
Hank Gordon	Bob Olson	\$778.96
Julie Wells	Chris Hernandez	\$735.48
Amir Sedaghat	Rick Altig	\$537.95
Lorena Barriere	Cohen-Cohen	\$265.02

Total Reinstatement Bonus Paid: \$18,553.26

68 Producers Qualified

* Only the top ten qualifiers in each bonus category are shown. A full list of bonus qualifiers is provided on the inserts accompanying this magazine.

Master General Agents



1. Harjeet Rana
Halifax, NS



2. Jeff Ribman
Auckland, NZ



3. Sabrina Lloyd
Columbia, MD



4. James Bailey
Raleigh, NC



5. Joshua Goodman
Denver, CO

All Time Record to Beat

Month: \$250,859 Net ALP Jim Bianchi

May Production

Name	1 st Six Mo. Agent	Net ALP	NG	Rtn	SGA
1. Harjeet Rana	\$110,422	\$147,933		74.0	Imran Satti
2. Jeff Ribman	84,921	96,362		68.6	Steve Friedlander
3. Sabrina Lloyd	52,420	51,324	83		Barry Dillah
4. James Bailey	45,302	64,945		77.8	Slav Bitman
5. Joshua Goodman	42,629	60,536		68.5	Bill Jennings
6. Randy Teyssier	41,601	55,640		69.3	Chris Hernandez
7. Scott Keeney	39,851	53,059		71.8	Durhon Oldham
8. Rodney Ward	37,148	63,849		76.4	Paul Rumbuc
9. Cheryl Foti	33,607	90,418		75.7	Jatoft-Foti
10. Christopher Stephens	32,895	73,180		68.3	Jatoft-Foti

All Time Record to Beat

YTD: \$2,168,283 Net ALP Paul Rumbuc

YTD Production

Name	1 st Six Mo. Agent	Net ALP	NG	Rtn	SGA
* 1. Harjeet Rana	\$441,339	\$650,407		74.0	Imran Satti
* 2. Jeff Ribman	269,950	345,620		68.6	Steve Friedlander
* 3. Mitchell Duplantis	223,492	241,414		76.8	Marc Rosen
* 4. James Bailey	197,064	260,133		77.8	Slav Bitman
* 5. Joshua Goodman	196,712	303,160		68.5	Bill Jennings
6. Rebecca Klebsch	191,590	280,180		77.6	Joe Manone
7. Rodney Ward	185,236	295,032		76.4	Paul Rumbuc
8. James Palmes	174,443	200,329		69.3	TJ Rowell
9. David Guzman	170,662	203,989		68.8	Surace-Smith
10. Arthur Greene	167,530	238,982		69.1	Paul Rumbuc

Master General Agent selection guidelines for recognition in the *Spotlight* are as follows: *Must have four First Year Agents coded and meet all production requirements.*

Regional General Agents



1. Jim Bianchi
Rochester, NY



2. Harjeet Rana
Halifax, NS



3. Joshua Goodman
Denver, CO

All Time Record to Beat

Month: \$470,822 Net ALP Jim Bianchi

May Production

Name	1 st Six Mo. Agent	Net ALP	NG	Rtn	SGA
1. Jim Bianchi	\$168,409	\$343,621		73.1	Durhon Oldham
2. Harjeet Rana	117,862	199,673		74.2	Imran Satti
3. Joshua Goodman	91,879	142,658		70.5	Bill Jennings
4. Sonny Gurney	81,293	195,602		69.8	Paul Rumbuc
5. Francisco Perez	69,095	116,673		70.5	Theodore Pappas

All Time Record to Beat

YTD: \$4,392,067 Net ALP Jim Bianchi

YTD Production

Name	1 st Six Mo. Agent	Net ALP	NG	Rtn	SGA
* 1. Jim Bianchi	\$1,082,436	\$2,283,436		73.1	Durhon Oldham
* 2. Zachary Hart	514,143	567,340		72.0	Mat Hart
3. Sonny Gurney	513,425	1,192,653		69.8	Paul Rumbuc
4. Harjeet Rana	470,996	813,317		74.2	Imran Satti
5. Joshua Goodman	419,923	742,924		70.5	Bill Jennings

MAY CATEGORY II

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Altig-Orlovic		69.6	\$145,707	\$126,000	116	\$263,887
Imran Satti		72.4	118,057	110,000	107	216,095

MAY CATEGORY III

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Steve Friedlander		74.2	\$94,766	\$93,600	101	\$143,004

MAY CATEGORY V

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Slav Bitman		70.7	\$83,626	\$65,000	129	\$132,212

MAY CATEGORY VI

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Donald Orban	91		\$53,777	\$32,500	165	\$56,844
Mark Gorman	87		32,057	32,000	100	44,338

MAY CATEGORY VIII

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Chris Hernandez	97		\$72,318	\$31,075	233	\$100,573
Barry Dillah	82		64,754	33,300	194	74,764
Scott Latta	94		39,789	22,500	177	41,499
Matthew Hogan	86		35,080	33,300	105	42,230

YTD CATEGORY I

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Surace-Smith		70.7	\$797,113	\$940,900	85	\$1,685,239

YTD CATEGORY II

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Altig-Orlovic		69.6	\$796,458	\$630,000	126	\$1,479,672

YTD CATEGORY V

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Slav Bitman		70.7	\$421,180	\$325,000	130	\$614,752

YTD CATEGORY VI

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Mark Gorman	87		\$110,779	\$96,000	115	\$145,286

YTD CATEGORY VII

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Marc Rosen		75.3	\$398,646	\$244,300	163	\$450,283

YTD CATEGORY VIII

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Barry Dillah	82		\$158,739	\$134,100	118	\$234,666

PR Manager



Charles Hill
Concord, CA

Category A:



Larry Lozano
Concord, CA



Darrell Dorey
Halifax, NS

Category B:



John Keliher
Atlanta, GA



Paul Winslow
St. Louis, MO

Category C:



Susan Fuldauer
Indianapolis, IN



Brett Hulme
Atlanta, GA

May Production

PR Manager	No. Cards	SGA
1. Charles Hill	10,969	Jatoft-Foti
2. Debbie Enstedt	10,648	Rick Altig
3. Malka Arony	7,273	HO LA/Hartman

All Time PR Card Production Record

Month: 18,960 cards

Category A	No. Cards	SGA
1. Larry Lozano	5,931	Jatoft-Foti
2. Darrell Dorey	5,798	Imran Satti
3. Mark Gagliardi	4,112	Jatoft-Foti
4. Timothy Farr	3,784	Paul Rumbuc
5. Malka Arony	2,800	HO LA/Hartman

Category B	No. Cards	SGA
1. John Keliher	4,557	HO Georgia
2. Paul Winslow	2,307	HO St. Louis
3. Susan Cooksey	1,970	HO DC
4. Sara Thrailkille	1,959	Steve Greer
5. Demetrius Harris	1,559	HO St. Louis

All Time PR Group Production Record

Month: 55 groups Vivian Dwyer

Category C	Groups	SGA
1. Susan Fuldauer	14	Mark Hancock
2. Brett Hulme	14	HO Georgia
3. Becky Cutler	12	Bill Jennings
4. Cheryl Cook	10	Durhon Oldham
5. Kenneth Altizer	7	Marc Morton

YTD Production

PR Manager	No. Cards	SGA
*1. Debbie Enstedt	62,709	Rick Altig
*2. Malka Arony	34,900	HO LA/Hartman
3. Charles Hill	28,841	Jatoft-Foti

All Time PR Card Production Record

YTD: 61,879 cards Denise Bowyer

Category A	No. Cards	SGA
*1. Malka Arony	14,496	HO LA/Hartman
*2. Mark Gagliardi	13,540	Jatoft-Foti
3. Renee Flannery	12,324	Surace-Smith
4. Larry Lozano	10,579	Jatoft-Foti
5. Daryl Barnett	10,342	Rick Altig

Category B	No. Cards	SGA
*1. Robin Andrade	10,298	HO MA
*2. Paul Winslow	8,639	HO St. Louis
3. Laurie Onasch	7,338	Manone/Altig
4. Vivian Dwyer	7,009	Altig-Hay/Bitman
5. Denis St-Pierre	6,962	Altig-Lyse

All Time PR Group Production Record

YTD: 136 groups Kenneth Altizer

Category C	Groups	SGA
*1. Richard Case	46	Surace-Smith
*2. Kenneth Altizer	36	Marc Morton
3. Susan Fuldauer	29	Mark Hancock
4. Jerry Hartnett	29	Surace-Smith
5. John Wagner	24	Steve Jakubczak

Category A = SGA categories one and two. Category B = SGA categories three, four, five, six, seven, and eight. Category C = Top number of group credits signed from all SGA categories. Public Relations Manager selection guidelines for recognition in the *Spotlight* are as follows: *Must have two PR Representatives coded and meet all production requirements.* Also, please note, the number of leads will be used to break a tie in Category C.

Mediterranean Cruise Contest

The people listed below are at the top of their categories based on the contest-to-date results through May.
Congratulations to our current contest leaders!

SGAs

Category	Name	% Net ALP Growth	% 1st Six Month STD	% of Code Std	% Average
I	Surace-Smith	100.26	85	118	100.99
II	Altig-Orlovic	154.57	126	170	150.33
III	Steve Hartman	127.40	67	106	99.92
IV	Josh Chalom	111.43	48	95	84.98
V	Slav Bitman	140.91	130	90	120.17
VI	Chris Hernandez	84.23	93	144	107.20
VII and VIII	Marc Rosen		163	107	135.29

RGA

Name	Codes with \$1,000	YTD Net ALP	SGA
Jim Bianchi	64	\$608,994	Durhon Oldham

MGAs

Name	Codes with \$1,000	YTD Net ALP	SGA
Harjeet Rana	18	\$269,187	Imran Satti
James Bailey	15	179,786	Slav Bitman
Jeff Ribman	15	165,265	Steve Friedlander

GAs

Name	Codes with \$1,000	YTD Net ALP	SGA
Taina Lameko	10	\$139,052	Steve Friedlander
David Kinsella	7	100,887	Alt.-Orl.-Vene.
Brian Allt	7	100,744	Imran Satti

SA

Name	Codes with \$1,000	YTD Net ALP	SGA
Ryan Vopat	4	\$60,352	Surace-Smith

Personal Producers

Name	YTD Net ALP	SGA
Max Quasem	\$96,438	Cohen-Cohen
Samantha Chui	83,581	Williams-Williams
Jose Lopes	83,327	David Zophin
Steven Stensrud	82,336	Rick Altig
Benham Halali	82,331	Jatoft-Foti
Kelly McDonald	78,474	Rick Altig
Helen Taylor	72,440	Rick Altig
Ruben Soberanes	71,968	Jatoft-Foti
Yvonne Hernandez	68,667	Cohen-Cohen
Timothy Cruise	68,430	Altig-Orlovic

PR Reps

Category	Name	Cards/Groups	SGA
A	Mark Gagliardi	13,540	Jatoft-Foti
B	Vivian Dwyer	7,009	Carla Miller
C	Richard Case	47 groups	Surace-Smith

Insight



FROM THE DESK OF:

Scott Smith

Executive Vice President

Fear Being Average

By the time this article reaches you, the New Agent Bonus and Guaranteed Advance programs for agents in their first 8 months will have been in effect since July 1, 2007. These programs substantially raise the weekly income of producers who consistently write more than \$1,000 Gross ALP per week. I want to explain the company philosophy and, more importantly, be sure everyone understands that the goal of this plan is not to encourage people to only write \$1,000 a week, but to encourage each field producer to consistently write more business.

First, we need to understand that the world is made up of average performers. While there are both super stars and falling stars, the majority of performers are just average. It's a fact. In order to achieve excellent results with average stars, we must have consistent execution.

We are encouraging the entire sales force to be consistent. We have just implemented a bonus program that rewards consistent field production every week. — every agent in their first 8 contract months has an opportunity to reap additional rewards with this new bonus. We have made the decision to take another step towards increasing the retention of these new agents by basically moving some future renewal money into their paycheck earlier in their career.

Being consistent, however, is not the only key to success. Writing \$1,000 a week should be considered your minimum, not your routine. Falling into a

routine of writing just \$1,000 a week is resigning yourself to being average. If you are happy to just remain average, you will never stand out; if you fear it, you will begin to strive towards being above average, and your success is guaranteed. Fear of being average is a great motivator.

Of course at AIL/NILICO, hiring the best will always be our mission. Our company is privileged to have many of the finest sales people in the world. Our challenge, however, is to elicit consistent performance from every producer and to find a financial home for average performers to encourage their retention and growth. The more this goal is realized, the more our company will grow.

For a long time, we have considered \$1,000 to be a mediocre level of weekly production. That is because all of the people in the company who evaluate performance were top performers themselves at some point in their careers. A top performer can earn a decent income at AIL/NILICO that increases substantially with every year of service through the renewals process, but what about people who do not possess the potential or skills of a top performer? Each and every one of you has the potential to become one of the top producers by challenging yourself to be better than the average.

Don't get stuck in the \$1,000 weekly production mode. Fear being average and consider the minimum to be your safety net, not your standard.

Contest Deadline

Sales - June 30, 2007
 PR - July 31, 2007



For full contest guidelines, visit www.aillife.com/Agency/Spotlight/maingtl.htm

Please note: contest winners will be based on meeting the full contest requirements.

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Public Relations Bonus

JANUARY
 FEBRUARY
 MARCH
 APRIL
 MAY
 JUNE
 JULY
 AUGUST
 SEPTEMBER
 OCTOBER
 NOVEMBER
 DECEMBER

Darrell Dorey	\$9,178.50
Rona Pileggi Spano	\$6,249.78
Timothy Farr	\$5,460.00
Larry Lozano	\$3,184.65
Mark Gagliardi	\$3,090.16
Sara Thraillille	\$2,422.25
Susan Cooksey	\$2,082.04
Alina Latinsky	\$2,053.50
Jacqueline deVooght	\$1,995.00
Susan Pate	\$1,923.00
J D Bedford	\$1,844.50
Donald Spohn	\$1,780.50
Paul Winslow	\$1,509.00
Heather Cowdrey-Murch	\$1,452.50
Linda Melton	\$1,424.50
Timothy Gray	\$1,348.50
Leo VanDenBussche	\$1,274.00
Renee Flannery	\$1,273.50
Anna Zakharova	\$1,219.50
Kathleen Loughran	\$1,194.63
Robin Andrade	\$1,024.00
Charles Hill	\$1,010.78
Malka Arony	\$1,007.91
Richard Case	\$869.00
Brett Hulme	\$867.00
Elizabeth Farm	\$863.50
Nancy Adkins	\$811.50
Alexis Mathis	\$725.80
Jorge Ramirez	\$658.50
Rachelle Valdez	\$616.50
Bennie Billie	\$544.20
William Slocum	\$495.76
Brenda Stipanovich	\$464.57
Jerry Hartnett	\$461.00
Nathan Cook	\$433.50
Kenneth Altizer	\$391.00
Casandra Robinson	\$387.00
Catherine Briggie	\$350.00
Daryl Barnett	\$334.50
Vivian Dwyer	\$329.50
Bill Verbeten	\$324.00
James Clark	\$298.50
James Tasker	\$291.00
Cynthia Layton	\$288.00
Michelle Baxter	\$285.50
Susan Fuldauer	\$279.00
Laurie Onasch	\$278.50
Susan Gilbert	\$275.00
Sandra Johnson	\$268.00
Steven Orcherton	\$261.00
Mario Soljan	\$248.00
Frances Christie	\$239.50

Becky Cutler	\$218.00
Al Wall	\$210.24
Denis St. Pierre	\$204.38
Mary Hinterberger	\$201.75
Glen Morrison	\$195.00
Richard Suarato	\$176.54
Jennifer Chetwynd	\$171.00
Marilyn Gonzalez	\$162.75
Denise McDonald	\$162.00
Holly DiChiaro	\$160.00
George Farenthold	\$140.00
Marilyn Kohlhasse	\$133.50
Cheryl Cook	\$132.50
Irene Rurycz	\$119.50
Manon Brulotte	\$116.63
Barbara Knight	\$108.50
Stephanie Miller	\$108.00
Deborah French-Gorman	\$88.50
Myrna Lyle	\$85.50
Amelia Nanez-Gonzales	\$81.00
William Bell	\$75.00
Katy Hogge	\$64.50
Cary Stidham	\$63.00
Laura Mackin	\$50.00
Janice Howard	\$42.00
Jenny Williams	\$39.00
Joseph Westfall	\$37.50
Randy Stockley	\$35.50
Lou Nell Busby	\$34.50
Nadine Boudreault	\$31.50
David Blaisdell	\$26.50
Cathy Cook	\$25.00
Brenda DiSomma	\$20.25
Michelle Wright	\$12.00

Total
\$34,250.64

MGA Bonus

May Bonus Qualifiers

Harjeet Rana	\$22,625.56	Emmanuel Villasenor	\$1,562.23	Travis Moody	\$759.40
Jeff Ribman	\$14,187.52	Alfred Brenner	\$1,546.95	Brenden Stewart	\$714.25
Randy Teyssier	\$8,232.11	Curt Snow	\$1,507.59	Walter Dow	\$692.66
James Bailey	\$6,847.71	Karl Schuckert	\$1,502.15	Alan Silverman	\$655.67
Cheryl Foti	\$6,750.36	John Franklin	\$1,492.21	Eric Labossiere	\$632.31
Scott Keeney	\$6,217.26	David Wang	\$1,485.14	Earle Harris	\$621.76
Rodney Ward	\$5,527.18	John Collins	\$1,475.91	James Larkin	\$619.42
Michael Orourke	\$5,000.50	Joshua Harris	\$1,417.46	Rosalie Zwicker	\$619.18
David Hausman	\$4,883.95	Robert Shafer	\$1,414.99	Erik Graham	\$608.85
Christopher Stephens	\$4,718.53	Rebecca Klebsch	\$1,414.22	Glenn Vandesande	\$588.12
Susan Schreiber	\$4,631.84	Michael Mandella	\$1,405.69	Kirk Kupsly	\$545.75
Joshua Goodman	\$4,626.25	Doreen Ryan-Foti	\$1,393.91	Thomas Graham	\$496.57
Robert Harris	\$4,338.48	Mitchell Duplantis	\$1,386.50	Hasheim Jones	\$494.63
Sabrina Lloyd	\$4,204.61	Christopher Clark	\$1,379.49	Katherine Georgiou	\$490.22
Richard Barbour	\$4,103.52	Ryan Stonglein	\$1,365.93	Susanne Munro	\$474.60
Godley Varghese	\$3,947.89	Philip Prata	\$1,343.90	Eric Miller	\$457.91
David Solomonov	\$3,804.96	Elaina Bosco	\$1,278.63	Desi Dimitrova	\$445.44
Joseph Szygiel	\$3,782.76	Demario Cooper	\$1,230.25	Megan Olson	\$442.73
Joshua Richl	\$3,588.65	David Farraway	\$1,218.91	John Mcgrath	\$421.13
Melanie Cohen	\$3,532.91	Sorana Blackfoot	\$1,216.75	David Guzman	\$397.24
Steven Dichiaro	\$3,329.10	Daniel Strader	\$1,192.55	John McCreary	\$393.69
Tim Mcadams	\$3,280.64	Kevin Smyth	\$1,173.78	Jon Hanec	\$384.98
Byron Paz	\$3,128.04	Arthur Greene	\$1,165.35	Aunjel Fauchoux	\$349.47
Renee Jeffries	\$2,943.51	Dorian Oldham	\$1,115.05	Natalie Linker	\$324.66
Ronald Imhof	\$2,917.93	Sonny Gurney	\$1,109.60	Lorena Barriere	\$318.90
Steven Strong	\$2,898.96	Sean Hall	\$1,081.69	Ryan Grant	\$316.72
David Melcher	\$2,740.94	David Iriye	\$1,075.56	Randolph Souliers	\$301.53
Glyn Hurst	\$2,526.22	Mark Bleier	\$1,047.31	Rick Mansfield	\$298.17
Michael Snow	\$2,491.34	Robert Hamilton	\$979.07	Jason Dickson	\$209.66
Corey Neff	\$2,303.08	Scott Mellgren	\$975.41	Lawrence Hauck	\$136.32
Samuel Cohen	\$2,266.00	Bedis Kilani	\$960.44		
Travis Price	\$2,112.09	Tony Motley	\$895.75		
Krista Thieme	\$2,015.28	Moswen Taylor	\$874.92		
Scott Rehberg	\$1,986.43	Jerome Washington	\$855.34		
Matthew Melhorn	\$1,893.90	Rachel Arenas	\$831.67		
Amir Sedaghat	\$1,770.34	Tyler Hunt	\$810.68		
Michael Kaye	\$1,742.24	Preeti Sahgal	\$783.92		
Cathy Thompson	\$1,678.12	Susan Cooksey	\$771.66		
Steven Engrav	\$1,650.29	Dale Kuntz	\$770.10		
Francisco Perez	\$1,564.77	Tiffany Roland	\$763.34		

Total **\$234,275.71**

Reinstatement Bonus

May Bonus Qualifiers

David Jackson	\$1,656.07	Nabil Spahi	\$149.99
Balvino Cardoza	\$1,294.25	Ross Ewen	\$138.97
Sami Mogannam	\$1,123.33	Sahgal Pretti	\$130.01
Timothy Dawe	\$989.37	Benham Halali	\$130.01
Tim Krueger	\$978.18	Floyd Williams	\$110.20
Yvonne Hernandez	\$799.08	Rigoberto Pedroza	\$110.01
Hank Gordon	\$778.96	Phillip Lee	\$105.87
Julie Wells	\$735.48	Norman Lew	\$104.07
Amir Sedaghat	\$537.95	Alan Silverman	\$103.77
Stephen Liberto	\$506.34	Caric Franks	\$103.77
Richard Krueger	\$486.84	Kasali Kotun	\$102.96
Max Quasem	\$412.01	Byron Paz	\$102.34
Mark Hartelius	\$395.36	Devin Phillips	\$99.77
Samson Adelufosi	\$375.74	Tasha Tucker	\$97.02
David Wang	\$316.49	Allan Rosen	\$92.24
Tracey Phinney	\$311.98	Lee van Delft	\$90.99
Mark Corkrean	\$310.34	Patrick Blanchette	\$90.61
Marinela Achim	\$291.38	Hashmat Saleh	\$90.03
James Larkin	\$263.53	Terra Hawes	\$79.55
Nicholas Linonis	\$251.31	John Collins	\$69.74
Arthur Westergren	\$247.01	Matthew Wolfanger	\$65.00
Samantha Chui	\$240.49	Richard Cerra	\$61.72
Jaime Cervera	\$231.80	Carlo Bonifazi	\$57.37
Phillip Humbel	\$212.25	Louissee Pganucci	\$54.26
Patrice Wise	\$210.63	Michael Castell	\$52.02
Brian Schreiter	\$207.59	Doug Zigby	\$46.53
Larry Hauck	\$190.83	David Garbarskiy	\$43.10
Chomchuen Maieko	\$188.00	Brian Morse	\$38.99
Maryna Danielian	\$186.99	Lorene Barriere	\$31.32
Jeffrey Gidlund	\$179.58	Brandon Davis	\$29.01
Katherine Fallon	\$179.51	Christie Donald	\$29.01
Greg Stewart	\$177.33	David Belk	\$26.00
Joseph Gaieski	\$173.50		
David Kearns	\$167.25		
Adam Herman	\$155.97		
Tiffany Roland	\$154.38		

Total **\$18,553.26**

BR Bonus

May Bonus Qualifiers

Qualifier	Bonus
Taina Lameko	\$5,662.50
Brian Allt	\$3,206.95
Randy Teyssier	\$3,074.28
Lorenzo Lameko	\$3,054.53
Michael van Delft	\$2,938.46
Michael Boyer	\$2,808.82
David Kearns	\$2,325.52
Harjeet Rana	\$2,309.77
Robert Harris	\$2,223.86
Christopher Stephens	\$2,122.39
Tierra Bullock	\$2,059.05
Godley Varghese	\$2,007.92
Christopher Clark	\$1,933.66
Kevin Citizen	\$1,916.92
Ryan Vopat	\$1,905.80
Sean Hall	\$1,874.93
Daven Hermosura	\$1,855.74
Michael Orouke	\$1,767.75
John Franklin	\$1,698.80
Alfred Brenner	\$1,695.11
Lily Tchen	\$1,668.75
Corey Neff	\$1,657.96
Robert Hughes	\$1,642.37
Ronald Imhof	\$1,630.49
Democratis Pashallidis	\$1,517.41
Marino Baca	\$1,508.23
Cheryl Foti	\$1,505.74
Richard Barbour	\$1,489.09
Steven Strong	\$1,483.99
Robert Shafer	\$1,413.76
Michael Kaye	\$1,393.79
Tracy Haden	\$1,350.03
Matthew Ho	\$1,302.56
Patrick Duray	\$1,281.67
Willie Hayden	\$1,280.51
David Montgomery	\$1,269.55
Michael Broker	\$1,267.62
Emmanuel Villasenor	\$1,210.07
Ryan Hall	\$1,208.64
Diane Carrion	\$1,201.79
Karl Schuckert	\$1,201.72
Andrew Bishop	\$1,179.22
John Collins	\$1,139.90
Mathew Propst	\$1,134.63
Alex Grakhov	\$1,125.45
Duray Patrick	\$1,113.56
Kalisi O'Keeffe	\$1,099.55
Pauline Ruff	\$1,095.98
Simon Arias	\$1,091.52
Dustin Raaum	\$1,071.75
Donny Bowen	\$1,070.35
Zachary Hart	\$1,067.55
Brenden Stewart	\$1,047.57
David Perry	\$1,039.47

Qualifier	Bonus
Robert Gerdes	\$1,037.10
Arthur Greene	\$997.70
Stephen Wall	\$995.50
Rachel Buser	\$993.75
Elaina Bosco	\$939.80
Phillip Humbel	\$916.44
Earle Harris	\$909.22
Rosalie Zwicker	\$908.98
Levar Morgan	\$902.28
Sabrina Lloyd	\$899.42
Sharif Grays	\$897.65
Dennis Titcombe	\$883.68
Danielle Nurmeste	\$882.35
Glyn Hurst	\$871.73
Matthew Gonzales	\$865.30
Beau Vastine	\$840.30
Robert Brannan	\$834.66
Samuel Cohen	\$828.53
David Farraway	\$812.60
Lloyd Sorrell	\$811.16
Jim Read	\$771.48
Jennifer Wehrle	\$740.32
Patrick Mazerolle	\$739.15
Walter Durant	\$719.66
Dawn McElwain	\$715.83
Adam Lerch	\$696.06
Susan Schreiber	\$682.98
LaTonya Tucker	\$639.95
Kim Burton	\$638.08
Beth Snow	\$637.91
Stefan Johannsson	\$635.36
Raymond Risucci	\$634.94
Scott Rehberg	\$632.62
Sidney Hodgskiss	\$632.35
Troy Plummer	\$631.59
David Romfoe	\$629.34
Glenn Vandesande	\$627.32
Philip Prata	\$626.30
Michael Snow	\$623.30
Matthew Davison	\$616.41
Joseph Szygiel	\$612.76
Thomas Soloweyko	\$612.63
Jose Lopes	\$608.60
Moswen Taylor	\$604.43
Scott Keeney	\$600.54
Richard Walsh	\$599.04
Rebecca Dillon	\$593.09
Richard Flores	\$592.67
Mark Corkrean	\$585.95
Ashlynn Orng	\$582.80
Kirk Kupsky	\$582.13
Volodymyr Derevyanyy	\$576.32
Brian Morse	\$575.14
Ryan Tucker	\$572.40

Qualifier	Bonus
Jerome Washington	\$570.23
Rebecca Rushnok	\$567.36
Laura McCurry	\$565.37
Scott Mellgren	\$512.35
Cathy Thompson	\$510.81
Steven Edgell	\$480.31
Matt Pflueger	\$461.65
Stefanos LeBrasseur	\$461.12
Michael Quirk	\$443.09
London Burnett	\$414.14
Shiwa Hollingsworth	\$413.73
David Kinsella	\$413.42
Michael Zorn	\$406.27
Michel Dickey	\$403.17
Thomas Graham	\$397.25
Chad Neff	\$394.64
Katherine Georgiou	\$392.18
Robert Hamilton	\$391.63
Stephanie Caccamo	\$361.42
Leon Thompson	\$340.10
John McGrath	\$335.82
Noel Ables	\$333.43
Brandon Corkins	\$323.40
David Melcher	\$321.59
Hovhannes Termartirosian	\$321.19
Bedis Kilani	\$320.15
Erickson Bencosme	\$316.54
Brian Blair	\$316.40
Benjamin Foti	\$316.25
William Myatt	\$312.65
David Goodman	\$312.29
Benjamin Vondrak	\$308.72
Francisco Perez	\$304.49
Eric Labossiere	\$304.19
Diego Arangopuerta	\$303.71
Herbert Adams	\$303.07
Cassius Caron	\$301.21
Delanda Milner	\$300.83
Bradley Ellison	\$300.18
John Komorowski	\$299.32
Julieann Sagatu	\$298.82
Tony Motley	\$298.58
Desi Dimitrova	\$296.96
Patricia Lee	\$296.34
Christopher Haacke	\$293.83
Ryan Neel	\$293.38
Jessica Cottrell	\$291.36
Orett Nelson	\$286.25
Iryna Sushkova	\$284.96
Donald Paul	\$280.49
Rachel Arenas	\$277.22
Andrea Barenholtz	\$276.82
Frank Soldo	\$274.79
Melissa Losk	\$272.30

Qualifier	Bonus
Lacey Stoor	\$271.09
Brandon Braun	\$270.25
Tyler Hunt	\$270.23
Bradford Geddes	\$268.46
Cynthia Sittig	\$267.32
Michael Pappas	\$266.76
David Guzman	\$264.83
Erna Powell	\$262.71
Craig Strompf	\$262.46
Marco Chow	\$258.95
Jon Hanec	\$256.65
Mark Beckford	\$252.60
Donald Christie	\$251.10
Mark Bieier	\$208.60
Justin Holloway	\$199.39
David Brister	\$197.64
Ricardo Subero	\$197.64
Matthew Lukesh	\$196.41
Kevin Wilson	\$192.78
Daniel Orr	\$192.42
Preeti Sahgal	\$190.12
Tim McAdams	\$187.44
Walter Dow	\$184.71
David Wang	\$184.30
David Scheuermann	\$183.71
Hector Dessis	\$182.67
Scott Baker	\$179.90
Michael Mandella	\$175.46
Alan Silverman	\$174.84
Daniel Strader	\$174.76
Agatha Safford	\$173.81
Sung Kim	\$173.68
Natalie Linker	\$173.15
Trisha Shepherd	\$171.79
Dale Kuntz	\$171.66
Amir Sedaghat	\$170.97
Lorena Barriere	\$170.08
Steven Burt	\$169.38
Ryan Grant	\$168.92
Brett Gryska	\$164.84
Susan Cooksey	\$164.62
Susan Bergh	\$164.16
David Lisowski	\$164.11
Sonny Gurney	\$161.55
Nicholas Engrav	\$160.82
Randolph Souliers	\$160.81

Total Bonuses Paid Out
\$160,898.32

Retention Bonus

QUALIFIER	BONUS*
Jose Lopes	\$4,227.95
Bianca Zaragoza	\$4,193.31
Kevin Appasamy	\$4,168.63
Roger Beals	\$3,916.62
Benham Halali	\$3,558.35
Robert Ulreich	\$3,464.41
Samantha Chui	\$3,378.02
Kelly McDonald	\$3,180.44
Marinela Achim	\$3,092.92
Peter Lila Lilomaiva	\$3,054.53
Lily Tchen	\$2,969.32
Devaun Mooney	\$2,912.19
Edward Hanna	\$2,801.27
Max Quasem	\$2,798.09
Lee van Delft	\$2,743.60
Robert Hamilton	\$2,625.17
Steven Stensrud	\$2,608.78
Bradley Ellison	\$2,574.62
Timothy Cruise	\$2,527.52
Helen Taylor	\$2,435.32
Athar Sheikh	\$2,325.52
Natalie Soboleva	\$2,296.54
Kevin Haines	\$2,294.60
Jinzhou Zhao	\$2,282.34
Fialelei Naititi	\$2,252.76
Larry Malitz	\$2,229.04
Alex Bluhm	\$2,223.49
Joseph Moskwa	\$2,217.20
Marino Baca	\$2,191.75
Selina Aslata	\$2,166.47
David Jackson	\$2,150.26
Crystal Reeves	\$2,136.48
Faraj Mourad	\$2,112.81
Ed Olfert	\$2,112.31
Earnest Loveless	\$2,031.58
Yvonne Hernandez	\$2,013.51
Maijarg Sukhbaatar	\$2,011.98
Salman Quadri	\$2,007.92
Anthony Balsano	\$1,999.21
Ryan Grant	\$1,950.73
Cindy Craven	\$1,923.83
Kenneth Bowman	\$1,874.93
Joseph Massaro	\$1,855.74
Maria Esposito	\$1,836.50
Martha Souto	\$1,834.51
Kenneth Greer	\$1,801.03
Donny Bowen	\$1,792.91
Herivelto Pereira	\$1,765.21
Michael Dupree	\$1,761.80
Bonnie Williams	\$1,751.05
John Baatz	\$1,742.72
Shaun McDonald	\$1,742.67
Jarrod Turner	\$1,734.27
Thomas VanOsdol	\$1,715.84
Ruben Soberanes	\$1,713.27
Byron Paz	\$1,708.15
Karen McQuoid	\$1,697.91
Shoshannah Brenner	\$1,695.11
Albert Lau	\$1,668.75
Kenneth Madden	\$1,648.44
Justin Smith	\$1,640.84
Donald Snider	\$1,607.11
John Palmer	\$1,602.39
Andrea Barenholtz	\$1,585.93
Bert Feldman	\$1,584.98
Danny Aranda	\$1,578.69
James Larkin	\$1,543.02
Randolph Souliers	\$1,541.68
Al Sorisio	\$1,527.08
Melissa McCall	\$1,517.41
Jean Brinkmann	\$1,514.57
Kandice Earwood	\$1,508.23
Joshua Long	\$1,505.74
Patrick Coughlin	\$1,501.60
Benjamin Mancillas	\$1,498.30
Jesse Wise	\$1,472.22
Vanessa Kanaan	\$1,462.15
Garret Kun	\$1,461.66
Timothy Frahm	\$1,445.46
Russell Morris	\$1,436.45
Andrea Yee	\$1,430.55
Stephen Wall	\$1,419.79
Beau Vastine	\$1,413.76
Desi Dimitrova	\$1,411.78

QUALIFIER	BONUS*
Greg Stewart	\$1,404.24
James Schneider	\$1,396.97
Wayne Fader	\$1,395.04
Alanna Saddler	\$1,393.79
Richard Klatt	\$1,388.52
Zulfikar Bhukera	\$1,388.07
Raju Korotana	\$1,386.63
Gabriel Feldmann	\$1,379.29
Paul Smoley	\$1,372.99
Ka Wing Yu	\$1,359.00
Kathy Mann	\$1,342.79
John Charlton	\$1,337.57
Joaquin Santos	\$1,329.74
Jonathan Swink	\$1,324.61
Michael Garrett	\$1,324.32
Tasha Tucker	\$1,323.69
Michael Boyer	\$1,317.45
Anel Fernandez	\$1,316.32
Andre Porter	\$1,302.90
Philip Currie	\$1,293.29
Kenji Leonard	\$1,291.34
Derek Spencer	\$1,282.14
Bedis Kilani	\$1,282.08
Jannielle Ramkissoon	\$1,280.51
Barbara Stillwell	\$1,279.74
Arnold Pacleb	\$1,277.81
Samson Adelufosi	\$1,273.45
Michael Sheets	\$1,272.64
Joey Kennedy	\$1,272.43
Sonya Dimsdale	\$1,269.55
Michael Polzer	\$1,267.40
Martin Flores	\$1,265.88
Hyungjun Kae	\$1,261.52
Gabriel Santos	\$1,257.67
Elias Mendoza	\$1,249.57
Lorenzo Lameko	\$1,243.27
Allison Bankowski	\$1,243.03
Omar Delacruz	\$1,242.04
David Solomonov	\$1,234.67
Paul Samra	\$1,233.25
David Ackerman	\$1,221.10
Mark Bleier	\$1,216.26
Ghina Malaney	\$1,208.64
Luis Bagundo	\$1,202.68
Angelika Vassilieva	\$1,201.99
Mark Beckford	\$1,201.79
Ikumi Halverson	\$1,201.72
Angela Agnew	\$1,201.26
Patricio Mamaclay	\$1,191.05
Aaron Haskins	\$1,179.22
Olaf Johnson	\$1,170.23
Timothy Clark	\$1,166.80
Marco Chow	\$1,166.61
John Sparby	\$1,164.87
Sean Lacroix	\$1,151.68
William Gordon	\$1,133.82
Scott Florin	\$1,130.72
Raymond Lopez	\$1,127.43
Vincent LaRocca	\$1,125.70
Amanda Chizmadia	\$1,125.45
David Montgomery	\$1,099.90
Ungatea Mafleo	\$1,099.55
Lacelia Knight	\$1,095.98
Robert Lynam	\$1,092.47
Daniel Vermillion	\$1,091.52
Raymond Risucci	\$1,078.83
Lisandro Gonzalez	\$1,075.07
Christopher Babel	\$1,071.75
Rashad Royster	\$1,070.35
Rickie Sasser	\$1,069.47
Adam Faria	\$1,067.55
Dennis Titcombe	\$1,057.88
Dustin Klingebiel	\$1,047.57
Daniel Davidson	\$1,045.72
Clover Fox	\$1,043.13
Michael Webb	\$1,039.47
Flavia Braking	\$1,037.80
Duane Robertson	\$1,037.10
Mark McClatchey	\$1,034.17
Jerren Hughes	\$1,015.61
Jenny Sample	\$1,013.22
Zhao Guan	\$1,000.45
Tanner Robinson	\$997.70
James Prata	\$995.50

QUALIFIER	BONUS*
Harold Blount	\$993.75
Tingting Liu	\$991.29
Ronald Friedlander	\$989.66
Marissa Pascual	\$987.78
Moswen Taylor	\$983.28
Lacey Stoor	\$954.81
Terry Maybee	\$941.94
Karen Brown	\$939.80
Dan Reljin	\$933.08
Clayton Menezes	\$927.15
David Garbarskiy	\$916.89
Corby Jespersion	\$916.44
Maurizio Burroni	\$914.90
Kasali Kotum	\$909.22
Charles Zwicker	\$908.98
Herman Libman	\$908.53
Andre Abramovich	\$905.95
Julie Wells	\$903.92
Salvatore Pennisi	\$902.28
Jessica Rounseville	\$900.35
Rudi Camenzind	\$900.26
Thomas Parker	\$899.95
Benjamin Ainscough	\$899.89
Ansumana Sirleaf	\$899.42
Larry Chick	\$898.59
Jelly Ann Escobar	\$897.65
Reah Kuhaupio-Bradley	\$895.86
Diego Arango-Puerta	\$889.51
Jay Meyer	\$887.95
Wayne Coulombe	\$887.10
Carl Boldon	\$885.11
Daniel Summers	\$882.35
Michael McIntosh	\$882.18
Blake Higuchi	\$879.10
Rory Crockford	\$875.11
Michael Nelson	\$867.53
Adam Kahn	\$865.37
Timothy Dawe	\$859.34
Kelly Brooks	\$858.74
Jessica Cottrell	\$855.66
Daniel Jones	\$851.05
Anthony Mutter	\$843.77
Jason James	\$840.30
Jamie Zeigler	\$834.66
Eric Kiefer	\$828.53
Omar Hashimi	\$825.11
Sherri Brendle	\$824.86
Curt Snow	\$824.67
Kathleen Logsdon	\$819.07
Anne Langevin	\$819.04
Shawn Johnstone	\$812.60
Christina Johnson	\$811.80
Archie King	\$811.16
Steven King	\$810.78
Paul Bailey	\$806.02
Jonathan Rosenfield	\$804.07
Paul Manley	\$800.03
Matthew Cartwright	\$788.86
Thomas Tulowiecki	\$785.21
Kouassi Appiah	\$783.07
Anthony Cheung	\$774.83
Brian Bowyer	\$771.48
Jasvir Cheema	\$749.65
Jesse Zwack	\$741.17
Michel Belanger	\$739.15
Troy Plummer	\$730.26
Timothy Nolan	\$725.67
Pamela Drury	\$720.67
Denise Batts	\$715.83
Ana Aguilar	\$682.98
Adrian Collie	\$653.56
Norma Sauls	\$639.95
Richard Walsh	\$639.24
Yvette Matos	\$638.84
Jacob Mayer	\$638.08
Myles Todd	\$637.91
Paul Porter	\$636.44
Alex Gonzales	\$636.00
Robert Decker	\$635.36
Adam Miller	\$634.94
Robert Webb	\$634.29
Keith Holcomb	\$632.62
Andrew Ouellette	\$632.35
Pao Vue	\$631.59

Retention Bonus

QUALIFIER	BONUS*
Nicole Winn	\$630.08
Everett Law	\$629.34
Charles Tang	\$627.32
Donna Wright	\$626.76
Leslyn Vieira	\$626.30
Robert Crockett	\$623.30
Stephen Bendure	\$623.16
Alan Rosen	\$621.60
Adam Hicks	\$616.41
William Doremus	\$614.83
Mahir Khalaf	\$612.63
Ineida Andrade	\$608.60
Gregory McMeckan	\$607.51
Hashmat Saleh	\$606.93
Lynda Williams	\$605.93
Aaron Burke	\$602.57
Daniel Steele	\$600.54
Peter Havens	\$599.24
Scott Neil	\$599.04
Jackie Alston	\$595.50
Sylvia Parson	\$593.09
Gevorg Yanukyan	\$592.67
Sharon Early	\$591.62
Nikki Woods	\$587.44
Josue Bernal	\$585.95
Djenabou Diallo	\$585.51
Marion Maguire	\$582.80
Jodi Maunder	\$582.68
Aaron Gebke	\$582.13
Candace Lierd	\$581.03
Shane Hedberg	\$576.32
Robert Patalano	\$576.06
Scott Cooksey	\$575.42
Lorna Ying	\$575.14
Kevin Coleman	\$573.24
Kimberly Jones	\$572.40
Edward Daniel	\$567.05
Sean O'Hara	\$565.14
Jeannette Ruhf	\$512.35
David Scheuermann	\$506.82
Ashley Davis	\$496.31
Matthew Houston	\$493.16
Dona Blake	\$487.93
Reginald Rodgers	\$475.33
Sarah Sweeney	\$474.51
Justin Germany	\$466.79
Lorie Keller	\$461.12
Gerald Hayes	\$460.48
Heather Putman	\$458.15
Kelly Kyte	\$419.36
Chad Neff	\$417.71
Roderick Nelson	\$416.45
Joshua Gitomer	\$416.32
Peter Pitale	\$415.71
Christopher Wakefield	\$415.14
Steven Lambert	\$414.85
Robert Drake	\$414.14
Leah Ishigo	\$413.73
Darin Hershfeldt	\$413.46
Dustin Dunbar	\$413.42
Christopher Fessler	\$413.41
Amy Buskas	\$411.87
Erickson Bencosme	\$409.92
Brent Lerch	\$409.61
Eric Clock	\$406.27
Michael Jacobs	\$403.17
Demetrius Carroll	\$402.97
Linda O'Donnell	\$402.31
Jeffery Thiel	\$398.21
Corey Derocher	\$397.25
Jerell Little	\$396.63
Naera Pomare	\$396.55
Denise Leslie	\$396.40
Amelia Adams	\$395.70
Jason Smith	\$394.64
Matthew Dean	\$393.68
Frank Martinez	\$392.18
Aaron Malave	\$391.63
Ann Hylton	\$340.10
Patrick Robitaille	\$335.82
Tu Nguyen	\$333.43
Jeff Lamar	\$323.40
Chase Nolte	\$321.59
Jean-Raphael Kishka	\$321.19

QUALIFIER	BONUS*
Stephane Bartlett	\$320.15
Damon Greathouse	\$318.91
Anthony Williams	\$316.69
Arjai Jackson	\$316.54
Alberto Alcala	\$316.54
Carol Slaughter	\$316.40
Brandon Mackey	\$316.25
Cody Welch	\$313.99
Thomas Delaney	\$312.65
Jason Green	\$312.29
Fleurde-Lee Lowrance	\$311.53
Che Zong	\$311.27
Damien Brodie	\$309.81
Devin Morin	\$309.80
Antonio Salazar	\$308.94
Casey Carlson	\$308.72
Nelson Sprague	\$308.62
Gary Kosch	\$306.44
Sung Kim	\$304.49
Krystal Watson	\$304.31
Wesley Momotiu	\$304.19
Larry Hardeman	\$303.97
Ryan Waters	\$303.71
Christine Durrer	\$303.07
Adam Shusheski	\$301.21
Cary Pimentel	\$301.03
Julliana Jones	\$300.83
Matthew Lukesh	\$300.29
Travis Hileman	\$300.18
Egest Kallashi	\$299.32
Rivkah Stansfield	\$298.82
Samuel Griffith	\$298.58
Lydia Garcia	\$298.46
Carol Phillips	\$297.46
Deborah Anderson	\$296.96
Matthew Krapfl	\$296.34
Kevin Wills	\$294.49
Dustin Craig	\$294.03
Shawn Evans	\$293.83
Brian Brewer	\$293.38
Alisha Kluttz	\$292.99
Alberto Pirela	\$292.06
Gabriel Maciel	\$291.36
Dorothy Thompson	\$286.48
Charles Stutz	\$286.45
Akhter Maneek	\$286.25
Natasha Bollers	\$284.96
Michael Gliwa	\$283.75
Thomas Hunt	\$283.05
Hannes Bloomfield	\$281.11
Andrew Antonini	\$280.91
Carlos Caro	\$280.49
Christian Richards	\$279.29
Toni Sanders	\$279.18
Michelle Scharlau	\$277.52
Bradley Shuler	\$277.22
Rebecca Oexler	\$276.82
Ka Yang	\$275.72
Carl Brown	\$274.79
Cameron Holeda	\$274.73
Spencer Brown	\$272.70
Daniel Burnell	\$272.38
Michael Wojtusiak	\$272.31
Kristen Caskey	\$272.30
Dwayne Powell	\$271.09
John Paul	\$270.25
Tyler Vermette	\$270.23
Quinn Robson	\$268.82
Derek Wiens	\$268.46
Matthew Basham	\$267.32
Daniel Cariolo	\$266.76
Christopher Hartnett	\$266.75
Margarita Kagan	\$266.14
Travis Eick	\$264.83
Karen Fox	\$264.63
Ryan Schatzman	\$262.71
Michael Weppeler	\$262.46
Larry Haws	\$262.28
Gregory Myers	\$260.92
Christian Omerod	\$260.80
Kyle Kollhoff	\$259.00
Nancy Trosa	\$258.95
Jason Glenn	\$257.68
Evan Comer	\$256.65

QUALIFIER	BONUS*
Oscar Chavez	\$255.43
Steven Rogers	\$253.13
Edwin Soler	\$252.60
Rafael Urgino	\$251.65
Jessica Otremba	\$251.10
Jessica Nies	\$208.60
Johnny Yang	\$199.39
Steven Burt	\$198.81
Albert Ayala	\$198.80
Jason Capri	\$197.64
George Tuttle	\$197.64
Richard Braden	\$197.08
Eric Wright	\$196.41
Simyon Ilin	\$194.86
Nicole Ruffin	\$194.27
Desiree Schulz	\$192.78
Heidi Demont	\$192.42
Max Quinones	\$192.23
Joe Griffin	\$191.02
Frantz Mirassaint	\$190.90
Mai Nguyen	\$190.12
Aliou Diarra	\$190.10
Carie Franks	\$188.95
Michael Knight	\$188.84
Jonelle Jones	\$187.44
Josh Brady	\$186.28
Richard Piazza	\$185.51
Whitney Stevens	\$184.71
John Peterson	\$184.30
Craig Minter	\$183.71
Michael Battisti	\$182.67
David Ramirez	\$181.42
Brian Wells	\$179.90
Amanda Tenerio	\$178.97
Jan Rovelli	\$177.63
Justin Holloway	\$175.46
Kenneth Troclair	\$175.35
Terry Knudson	\$174.84
Patrick Mellies	\$174.76
Noel Taylor	\$173.81
Ruth Rollan	\$173.68
Jimmy Tchien	\$173.15
Michelle Doss	\$171.79
Stephen Parry	\$171.66
Stephen Douglass	\$171.55
Lorin Owen	\$170.97
Kisha Lane	\$170.08
Mehmet Zivali	\$169.38
Paul Shipway	\$168.92
Matthew Malanga	\$167.21
Elizabeth Montgomery	\$165.93
Jelaina Hansborough	\$165.56
Christine Zeiders	\$164.84
Dendre Wilson	\$164.62
Diana Walters	\$164.16
Douglas Gallacher	\$164.16
Ronald Thomas	\$164.11
Lanelle Pennington	\$163.80
Steven Dandrea	\$162.82
Luis Rosado	\$162.61
Michael Washburn	\$161.55
Jeremy Engrav	\$160.82
Bill Duncan	\$160.81

Total Bonus Paid Out
\$425,541.97